

Comparisons of Job Characteristics

Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 73

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Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Sales and Marketing	5.2	20.2	17.9	<	Expanded education and/or training may be required
Customer and Personal Service	11.3	19.3	14.9	<<	Extensive education and/or training may be required
Production and Processing	6.0	9.6	5.3	<<	Extensive education and/or training may be required
Transportation	4.6	7.6	2.4	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 81

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Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Speaking	10.8	16.0	13.9	<	A higher skill level may be required
Persuasion	7.4	15.9	11.6	<<	Extensive development of skills in this area may be required
Active Listening	11.0	15.4	12.2	<<	Extensive development of skills in this area may be required
Social Perceptiveness	9.1	12.7	13.2	0	Current skill level may be sufficient
Negotiation	6.8	12.0	11.4	0	Current skill level may be sufficient

Management of Financial Resources	3.3	6.6	8.1	>	Skill level is likely sufficient
Management of Material Resources	3.7	6.2	8.1	>	Skill level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 96			
Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	16.6	15.0	<	Some improvement in abilities may be required
Oral Comprehension	12.5	16.2	13.9	<	Some improvement in abilities may be required
Speech Clarity	10.2	14.7	12.3	<	Some improvement in abilities may be required
Speech Recognition	9.9	13.9	13.9	0	Current ability level may be sufficient
Fluency of Ideas	7.6	10.4	11.0	0	Current ability level may be sufficient
Memorization	5.6	8.6	6.2	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 74
Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)		
Work Activities	Exclusivity of Activity	
Access media advertising services	75	
Analyze sales activities or trends	74	
Conduct sales presentations	75	
Conduct training for personnel	30	
Consult with managerial or supervisory personnel	60	
Make presentations	13	
Prepare reports	8	
Provide customer service	14	
Use knowledge of written communication in sales work	69	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: n/a

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Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Tools and Technologies

Exclusivity

Tools and technology data is unavailable for one or both occupations.

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.